



The Tilted Kilt® International Area License Acquisition Steps

	<u>Time line</u>
1) Complete the Tilted Kilt® Candidate Information Form (CIF) and the Confidentiality Agreement	1 week
2) Receive detailed business concept information, the financial model and the License terms and provide us with your detailed questions	1 week
3) Complete the Tilted Kilt® Area Licensee Checklist, clearly indicating the food and bar management and operations experience of your company	1 week
4) Provide Tilted Kilt® with financial information on your company	1 week
5) Conference call with a senior Tilted Kilt® Operations executive	
6) Create a presentation showing the Tilted Kilt's market for your country, your company in detail and your plan for developing the Tilted Kilt® brand in your country	2-3 weeks
7) Attend meetings in the US to view current operations, to meet key Tilted Kilt® staff and executives, to present your preliminary business plan for development of The Tilted Kilt® business in your country and to learn about the resources available to Tilted Kilt® international licensees	1 month
8) If approved by the Tilted Kilt® executive team, sign a Letter Of Intent and make a deposit equal to 10% of the initial Area License fee. Also receive The Tilted Kilt® area license agreement	2-4 weeks
9) Finalize a development plan with The Tilted Kilt's assistance, sign the area license agreement and pay the initial Area License Fee	1-2 months
10) Identify a single person as the main contact, conduct supply chain and first site discussions and start your team training at The Tilted Kilt® training restaurants and headquarters	1 month
<p>Note that this entire process is estimated to take about 6 months from the time of first contact. As Tilted Kilt® receives many international inquiries, it is important that candidates follow these steps and this timeline to be considered for a Tilted Kilt® area license.</p>	